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May 13, 2019

To Whom It May Concern,

I have known Pete Silva for 35 years. During that time we have both occupied either side of the transactional "desk," and Pete has been a supplier, a representative, a customer, a go-between, a mediator, and a trusted friend and colleague. You accumulate a lot of stories in 35 years (most of the good!). I suppose that makes us distinguished, or, at the very least, survivors in a changing, evolving business.

Pete is very knowledgeable about the inner workings of the electronic packaging and production industry. His list of customers and sources is encyclopedic. He is a good person to compare notes and perform sanity checks with, especially when it comes to the viability of a prospect, be it EMS company or OEM. He is even better when that prospect proves viable, and he is tasked with closing the sale. Pete is very persistent, bordering on relentless, in tracking down an order.

Pete represents his clients well, with honesty and integrity, two qualities sadly lacking in much of business nowadays. Pete is Old School, in the best, most complimentary way.

I recommend your serious consideration of Pete's experience and capabilities, should you wish to establish a new business relationship, whether rep-to-client, or rep-to-principal.

Respectfully,

Robert A. Boguski, Jr.

President